From:	Robert Lawrence Kuhn <rlkuhn@me.com>
To:	Benad Goldwasser <benadgold@gmail.com> Ehud Barak <ehbarak1@gmail.com>
CC:	
Date:	Mon, 6/15/2015 10:32:08 PM
Subject:	Re: MOU with SAIL

Dear Ehud and Benad:

I thought I'd check in regarding Ehud's meeting with Dr. Jiang - and potential next steps. I'll be in China for several weeks and will see him in Shanghai on various matters.

All best,

Robert

> On May 28, 2015, at 10:52 PM, Robert Lawrence Kuhn wrote:
>
> Hi Benad:
>
> My recommendation would be to discuss the principles with Dr. Jiang and not immediately give the MOU.
>
> Suggested Order:
>
> 1) Strategic principles of how business will be done
>
> 2) Business model and compensation principles
>
> 3) Specific numbers in compensation (yearly and carried interests)
>
> 4) MOU.
>
> If, during the conversation, 1,2,3 are aligned, then to give the MOU might be good - but even then I would recommend that Barak say that you will send the MOU soon.
>
> Actually, I'd be surprised if there was complete agreement on 1,2,3 - so that it will be natural for Barak to say he wants to discuss with Benad and then send draft MOU.
>
> I think it best not to send an MOU that may not be aligned; it would make it more awkward to change and craft to circumstances.
>
> Just catching up - gave three speeches today in NY for major China event related to Xi's Governance and Understanding the CPC.
>
> I will be in Shanghai around June 30 / July 1 and would naturally be seeing Dr. Jiang - so, as you deem appropriate, pleased to facilitate.
>
> Looking forward and all best,
>
> Robert

>
>
>> On May 28, 2015, at 2:28 AM, Benad Goldwasser wrote:
>>
>> Hi Robert,
>>
>> I hope all is well with you. As you know Ehud Barak will be meeting with Mr. Jiang of SAIL on Friday to further discuss the future cooperation between SAIL and us as previously discussed.
>>
>> At SAIL's request we have prepared an MOU along the lines discussed. What we have not discussed with them are the exact numbers: 1. It was agreed that the management fee will be according to budget but we did not discuss a specific number 2. We discussed that we will receive an upside in future JV's and/or investments but did not discuss a specific number.
>>
>> I am attaching a copy of the MOU we prepared. Please review it and let us have your opinion. Please let us know whether you think Ehud should present the MOU to Mr. Jiang at their meeting on Friday or should they only discuss the principles?
>>
>> Both Ehud and I will be looking forward to hearing from you at your earliest convenience.
>>
>> Best Regards,
>>
>> Benad
>>
>>
>